



**Office of
General Services**



Division of Service-Disabled Veterans' Business Development

Annual Report | December 31, 2021



Kathy Hochul
Governor
State of New York

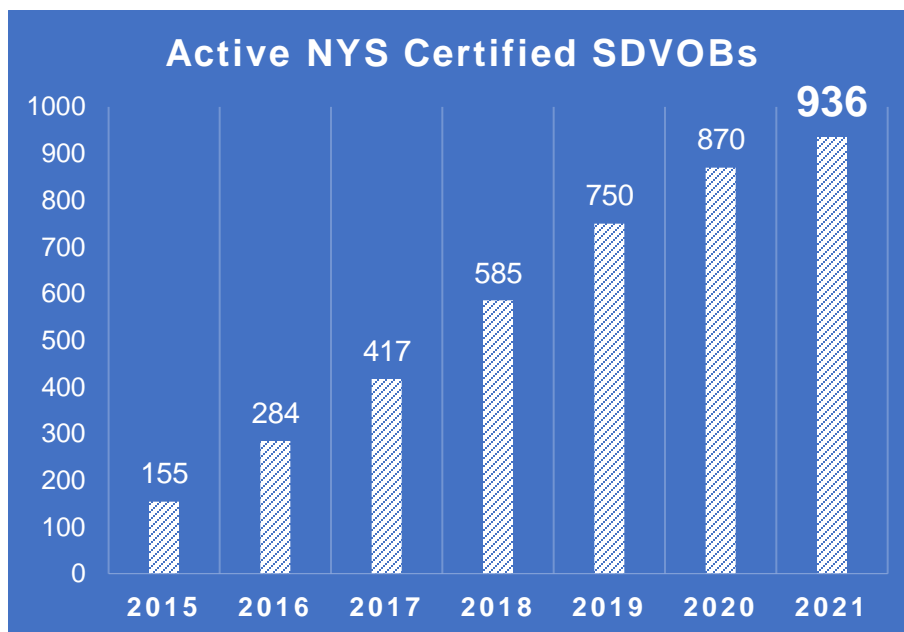
Jeanette M. Moy
Acting Commissioner
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Background

In May 2014, the Service-Disabled Veteran-Owned Business Act (the Act) was signed into law, which, in addition to other measures of support, establishes a 6% participation goal for service-disabled veteran-owned companies on State contracts, the highest in the nation. As a part of that Act, the Division of Service-Disabled Veterans' Business Development (the Division) was created within the Office of General Services (OGS). The Division monitors the activities of agencies and authorities, develops statewide annual reporting and, most importantly, assists Service-Disabled Veteran-Owned Businesses (SDVOBs) in becoming certified and positioned to do business through State contracts.

Certification

In 2021, the NYS SDVOB certification rate continued at a nation-leading pace. The Division certified 143 new SDVOBs, bringing the total number of active SDVOBs to 936. The Division continues to perform its due diligence on applications in a timely manner. In 2021, the average time for the Division to render a decision on certification was 37.8 business days after receiving an application.



- (1) Of the 1,356 applications received since the program began, 46 are in process and 189 (14.6%) have been denied or withdrawn for various reasons. Of the resulting 1,122 SDVOBs that have been certified, 112 have been revoked due to buy-outs, retirement, incorporation, business dissolution, or non-compliance. Another 61 have had their certification lapse due to failure to recertify and 12 are not currently active or are under review. There has been one appeal, which was subsequently withdrawn.

Recertification

NYS SDVOB certifications are valid for five years. Of the 242 SDVOBs eligible for recertification beginning December 1, 2020 and ending December 31, 2021, 168 (69.4%) have recertified, seven (2.9%) have recertification applications in process, four (1.7%) are in the process of submitting applications, and 63 (26.0%) have had their certification lapse due to failure to recertify.

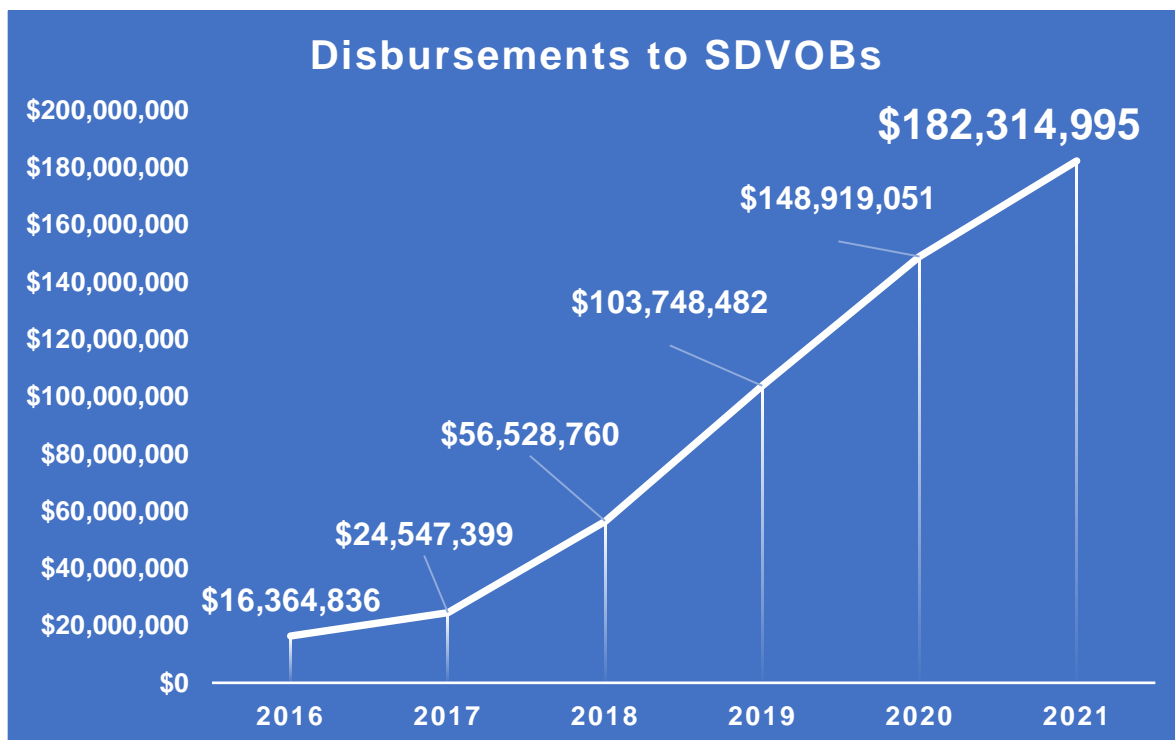
Sustained Outreach During COVID-19

In 2021, the Division performed extensive compliance training with agencies, authorities, and prime contractors in addition to continuing to aggressively market the program both statewide and nationally. The year culminated in the in-person, two-day 2021 Veterans in Economic Transition Conference (VETCON) which brought together over 450 SDVOBs, agency representatives, prime contractors, and support organizations focused on educating SDVOBs how to successfully participate in the contracting process and providing matchmaking opportunities.

In 2021, the Division hosted and/or participated in 115 webinars, training sessions, outreach meetings, and events with national, regional, State, and local entities. Additionally, the Division continued to market to and through its extensive network of veteran organizations and individual veterans.

Statewide Utilization

Disbursements to SDVOBs from October 1, 2020 through September 30, 2021 is just over \$182 million, which represents a 22.4% increase over the same period one year earlier.



⁽²⁾ Each year represents calendar quarter 4 of the prior year plus quarters 1, 2 and 3 of the current calendar year

Total Awards	3,033
Total Value of the Awards	\$136,575,162
Average Value of Award	\$45,029
Total Disbursements to SDVOBs	\$182,314,995

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Adirondack Park Agency	1,356	5.42%
Agriculture & NYS Horse-Breeding Development Fund	10,279	10.09%
Albany County Airport Authority	69,360	1.12%
Albany Port District Commission	40,221	15.67%
Alcohol Beverage Control Board	0	0.00%
Battery Park City Authority	6,171,077	27.44%
Board of Elections	88,193	1.30%
Buffalo Fiscal Stability Authority	152	5.86%
Capital District Transportation Authority	283,941	4.09%
Cayuga County Water & Sewer Authority	0	0.00%
Central New York Regional Transportation Authority	73,757	1.95%
City University Construction Fund	1,012,566	2.63%
City University of New York	1,521,766	2.58%
Council on the Arts	0	0.00%
Department of Agriculture & Markets	2,785	0.66%
Department of Civil Service	39,184	28.73%
Department of Corrections & Community Supervision	1,998,593	16.97%
Department of Economic Development	0	0.00%
Department of Environmental Conservation	1,063,985	0.91%
Department of Financial Services	115,343	20.68%
Department of Health	2,494,742	8.71%
Department of Labor	2,546,249	20.89%
Department of Motor Vehicles	1,058,824	9.94%
Department of Public Service	21,091	1.85%
Department of State	345,228	25.97%
Department of Taxation & Finance	17,490	4.43%
Department of Transportation	18,437,587	3.55%
Development Authority of the North Country	145,336	1.86%
Division of Budget	5,291	76.31%
Division of Criminal Justice Services	8,163	73.81%
Division of Homeland Security & Emergency Services	53,015	0.72%
Division of Human Rights	10,027	7.35%
Division of Military & Naval Affairs	93,975	16.50%
Division of State Police	523,946	16.59%
Division of Veterans Services	3,613	18.25%
Dormitory Authority of the State of New York	6,426,390	1.74%
Empire State Development	9,221,898	1.29%
Empire State Plaza Performing Arts Center Corporation	0	0.00%
Environmental Facilities Corporation	1,139,293	8.61%
Erie County Fiscal Stability Authority	394	2.75%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Erie County Medical Center	768,223	3.05%
Executive Chamber	877	48.33%
Gaming Commission	174,485	8.67%
Governor's Office of Employee Relations	288	10.89%
Higher Education Services Corporation	0	0.00%
Housing Trust Fund Corporation/Governor's Office of Storm Recovery	231,561	0.90%
Hudson River Park Trust	612,666	1.94%
Hudson River-Black River Regulating District	4,877	3.54%
Information Technology Services	3,375,130	1.43%
Jacob Javits Convention Center	71,579	0.23%
Joint Commission on Public Ethics	4,244	30.28%
Justice Center for the Protection of Persons with Special Needs	37,010	2.86%
Livingston County Water & Sewer Authority	0	0.00%
Long Island Power Authority	8,432,233	10.11%
Metropolitan Transportation Authority	42,659,126	4.71%
Nassau County Interim Finance Authority	0	0.00%
Nassau Health Care Corp.	165,943	2.13%
Natural Heritage Trust	0	0.00%
New York Power Authority	3,625,879	46.82%
New York State Bridge Authority	879,051	2.34%
New York State Energy Research & Development Authority	521,221	3.52%
New York State Homes & Community Renewal - DHCR, HTFC	4,635,672	5.60%
New York State Homes & Community Renewal - HFA, AHC, SONYMA, MBBA, TSFC	19,566,693	7.46%
New York State Insurance Fund	3,702,496	12.32%
New York State Thoroughbred Breeding & Development Fund Corporation	2,787	5.30%
New York State Thruway Authority	3,133,892	2.28%
Niagara Falls Water Board	46,464	1.15%
Niagara Frontier Transportation Authority	1,170,895	2.69%
Office for People with Developmental Disabilities	404,500	3.80%
Office for the Aging	1,950	18.71%
Office for the Prevention of Domestic Violence	0	0.00%
Office of Addiction Services and Supports	0	0.00%
Office of Children & Family Services	78,012	0.35%
Office of General Services	13,572,613	6.49%
Office of Mental Health	348,840	0.45%
Office of Parks, Recreation, & Historic Preservation	1,159,116.52	0.72%
Office of Temporary & Disability Assistance	2,258,715	10.99%
Office of the Inspector General & Welfare Inspector General	0	0.00%
Office of the Medicaid Inspector General	4,613	8.00%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Office of the State Comptroller	582,078	3.74%
Office of Victim Services	2,138	10.73%
Ogdensburg Bridge & Port Authority	624	0.62%
Olympic Regional Development Authority	2,074,774	3.55%
Port of Oswego Authority	1,005	4.05%
Public Employment Relations Board	614	4.42%
Rochester Genesee Regional Transportation Authority	16,102	2.79%
Roosevelt Island Operating Corporation	457,722	5.14%
Roswell Park Cancer Institute	769,262	2.68%
Schenectady Metroplex Development Authority	0	0.00%
State Commission of Correction	0	0.00%
State University Construction Fund	4,574,438	1.51%
State University of New York	5,418,505	1.40%
Syracuse Regional Airport Authority	36,469	1.54%
United Nations Development Corporation	305,447	3.93%
Upper Mohawk Valley Water Authority	0	0.00%
Westchester County Health Care Corporation	660,811	3.23%
Workers Compensation Board	718,207	3.76%

Agency/Authority Efforts to Promote SDVOB Utilization

Adirondack Park Agency

The NYS Adirondack Park Agency is a small agency with 54 FTEs. The Agency has regulatory responsibility to cover the 6.2 million-acre Adirondack Park under the Adirondack Park Agency Act and Freshwater Wetlands Act. The Agency's utilization percentages for 20-21 Q3-15%, 20-21 Q4, 0%, 21-22 Q1, 0%, 21-22 Q2, 0%. The Agency will meet its FY 21-22 SDVOB Goal Plan of 6% in 21-22 Q3 with the procurement of equipment. The Agency educates its procurement/purchasing personal by having monthly discussions on updates to SDVOB legislation and requirements. The Agency reviews the SDVOB listing on a regular basis to determine if any new listings can provide needed services or commodities. With a limited discretionary budget, the Agency reviews all purchases to determine if the items can be purchased from a SDVOB and then reviews the cost analysis. The Agency has very few contracts and relies on discretionary purchases to meet the 6% SDVOB utilization.

Agriculture & NYS Horse-Breeding Development Fund

The Fund is a small authority with a limited discretionary budget. However, in 2021 we have continued making strides in reaching our goal of 6%. Again, we have increased our spending on advertising and marketing, which had allowed us to continue to use the services of a SDVOB vendor for our pilot program involving county fair racing. This increased our SDVOB utilization from \$7,000 in Q2 to \$10,808.20 in Q4 of 2019-20, helping us not only achieve our projected goal of \$14,652, but exceeding it, all while spending over \$6,000 less in discretionary funds. Our discretionary spending was lower due to the pandemic at the beginning of 2020, which closed our office down for several months and significantly constricting our program. We will continue to seek SDVOB vendors for any projects or services we may need in the future. However, much of our discretionary spending for advertising and promotional items are trade-specific purchases which are not available from SDVOB vendors. We have attended VETCON the last two years to find more opportunities to utilize SDVOB.

Albany County Airport Authority

The Authority helps SDVOB firms identify procurement opportunities and understand procurement processes, policies, and procedures by soliciting certified SDVOBs for upcoming projects with the information they need to qualify, propose, or bid. The Authority seeks to increase the pool of available SDVOB firms by encouraging uncertified firms to get certified as SDVOBs by providing the pertinent information and documents required to start the certification process. The Authority attends the annual SDVOB Conference to promote business opportunities at the Airport. The Authority works closely with prime contractors to ensure that they comply with requirements to report payments to subcontractors and that they make good-faith efforts to meet the utilization goals established for the contract. Assistance to prime contractors includes providing them with lists of certified SDVOBs able to perform specific types of work that fall within the scope of the contract.

Albany Port District Commission

The Port had utilization rates of 9.6%, 6%, 3.5% and 46% in the previous four quarters. The 2021-22 Goal Plan is to utilize at least 6% SDVOBs. All staff are educated regarding SDVOB requirements at regular meetings. The Port recently hired a Procurement Coordinator who will assist the General Counsel in reviewing the current certified list of SDVOBs and evaluating opportunities to engage contractors. To help achieve the Port's current goals, the Coordinator joined the General Counsel at VETCON 2021 to inform SDVOBs about upcoming opportunities. The Port puts SDVOB language in all procurement documents. Prior to the bidding of contracts, staff reviews the list of certified contractors and highlights the SDVOB focus with consultants in order to determine SDVOB goals. The Port monitors prime contractors to ensure that they comply with the reporting requirements and that they make good-faith efforts to meet the utilization goals established under the contracts.

Alcohol Beverage Control Board (a/k/a the State Liquor Authority)

The SLA is hosted by the Office of General Services for finance and contracting. Many commodities and services used by the SLA are acquired through centralized State contracts. Other spending is made using purchase orders and the procurement card (P-card) system. The SLA has consistently sought to identify opportunities for SDVOBs. The agency will continue to evaluate its purchasing needs and to seek opportunities to purchase from SDVOB vendors. The SLA remains committed to making a good-faith effort to increase SDVOB participation and to utilizing certified vendors for discretionary spending, where feasible, to reach the SDVOB goals.

Battery Park City Authority

When a procurement opportunity arises, BPCA's procurement team conducts extensive outreach to both the SDVOB Community and the Division. BPCA also identifies companies owned by a disabled-veteran but not yet certified as an SDVOB to connect them with the Division to obtain certification. BPCA has several opportunities in the areas of resiliency, design and construction, engineering, office and technical consulting, legal services, and other areas. BPCA is consistently a leader in SDVOB utilization, and we are also proud to include underwater construction as one of our largest contract areas that have been awarded to SDVOB firms as prime contractors.

Board of Elections

BOE is committed to working towards achieving its 6% SDVOB goal. After review of the SDVOB vendors currently certified, BOE has identified the following areas for greater potential SDVOB utilization: Office Furniture/Supplies/Equipment, IT Resellers, Advertising, Printing & Marketing Services. BOE will actively solicit SDVOB vendors for all open, competitive bid opportunities. P-card users will be encouraged to utilize SDVOB firms by reviewing statements to identify areas where utilization could be improved.

Buffalo Fiscal Stability Authority

The BFSA continues to search the SDVOB directory to identify vendors that provide the goods/services sought to meet our annual goal of 6% SDVOB spending. A thorough cost analysis is performed to ensure the BFSA's spending is cost-effective and SDVOB vendors are utilized where appropriate. BFSA purchases are generally limited to office supplies. Due to the COVID-19 pandemic, BFSA purchasing of office supplies decreased as all staff worked remotely for more than 12 months after the implementation of NYS Executive Order No. 202. Meeting the SDVOB participation goal for fiscal-year 2021-22 will be challenging, but the BFSA will continue to strive to meet the goals of this beneficial program.

Capital District Transportation Authority

The average utilization for the previous four quarters is 4.09%, which, while still under the 6% utilization, is higher than last year. CDTA has put even more emphasis not only on the importance of including SDVOBs on contracts when awarding the contracts but also on ensuring that our reporting mechanisms capture all SDVOB participation on contracts which has been difficult to do in the past. CDTA has reformatted forms and procurement boilerplate language to further refine the 6% utilization requirement and is seeing success. CDTA is also looking to make more NYS Contract purchases from SDVOBs whenever possible.

Cayuga County Water & Sewer Authority

CCWSA does not have State contracts, or subcontracts in need of procurement, limiting the utilization ability for this program. Although CCWSA is a relatively small water and sewer utility service (revenue-based business) with limited opportunities for procurement, we continue to search the SDVOB directory for utilization opportunities. CCWSA has had staff turnover again in the past year. Education of our staff regarding the program is ongoing and the use of the SDVOB directory is encouraged.

Central New York Regional Transportation Authority

CNYRTA continues to make every effort to grow relationships with SDVOBs and ensure they are included in all contracting opportunities. The SDVOB directory is reviewed regularly by procurement staff and opportunities are sent to businesses that meet the description in each specification. Additionally, prior to bid submissions, a pre-bid meeting is conducted to inform potential bidders about subcontracting opportunities and CNYRTA's commitment to maximize utilization of SDVOBs. These efforts by procurement staff have led to CNYRTA's highest utilization yet.

City University Construction Fund

CUCF remains committed to increasing participation in the SDVOB program. CUCF conducts analysis of procurements to identify opportunities for SDVOBs in all categories of work. CUCF intends to conduct workshops on the various contract requirements to identify opportunities for SDVOB vendors. CUCF continues its outreach efforts through our website (www.cuny.edu/cunybuilds) by providing information on partnering opportunities on projects, links to support organizations, emailing open solicitations (Including use of discretionary purchasing authority). CUCF participates in the Competitive Edge SDVOB Conference, VETCON, and other events targeting SDVOB vendors. Procurement and Construction Administration colleagues are educated on SDVOB guidelines in order to promote and identify greater opportunities for SDVOB vendors.

City University of New York

CUNY remains committed to increasing SDVOB participation in its procurement opportunities. CUNY has established system-wide SDVOB guidance; reemphasizes SDVOB requirements during its monthly administrative meetings; participates in outreach activities; and continues to track SDVOB utilization system-wide. Procurement teams are strongly encouraged to exercise their informal (discretionary) purchasing authority and consider set-asides when it is in the best interest of the organization. All procurements that meet the threshold for SDVOB participation goals are reviewed and monitored by the Supplier Diversity Team during the appropriate stages of the procure-to-pay process. The Supplier Diversity Team also conducts SDVOB-focused email outreach for specific solicitations in an effort to further encourage the vendor community to respond to CUNY opportunities. CUNY participates at 30+ supplier diversity events each year and also hosts an annual supplier diversity conference to encourage SDVOB firms to meet and develop business connections with CUNY's 25 colleges, selected prime contractors and suppliers, and with CUNY's Supplier Diversity Team. Additional information is available on our Sell to CUNY website (cuny.edu/selltocuny).

Council on the Arts

NYSCA has limited discretionary operational funding. Much of the NYSCA budget is allocated to salaries, rent, and utilities. The remaining allocation supports travel, supplies, and equipment. Due to NYSCA's small size, its budget and its mission, there are very few opportunities for agency contracting. Most of NYSCA's procurement is done through discretionary purchasing. All State procurement guidelines and regulations are followed and, when necessary, the Contract Reporter is utilized.

Department of Agriculture & Markets

The Department has tried to identify discretionary spending set-asides limited to SDVOBs, but these opportunities still prove to be scarce. With COVID-19, Agency discretionary purchasing has slowed down for much of the year. We continue to search for potential SDVOB opportunities by monitoring spending requests and including the standard SDVOB language in our procurement and contract documents. We also continue to attend the annual VETCON to meet with potential entities to identify opportunities for SDVOB utilization. New for this year, we have a recent procurement trainee who, as part of her position, will be aiding us with Supplier Diversity. It is our hope that we will be able to identify more small dollar purchases that will allow us to meet our goals.

Department of Civil Service

Discretionary purchases present the greatest opportunity for the Department to achieve its SDVOB goals. When the Department is buying services or commodities that are not available from a Preferred Source, purchasing staff perform a thorough review of the SDVOB directory to identify potential vendors. The Department aims to purchase medical supplies and equipment from Mountainside Medical Equipment, Inc, which offers many items needed by the Employee Health Service unit. The Department purchased mass emailing software from VanGuard Tech Group, Inc., a vendor on an OGS centralized contract. These purchases represent recurring needs that will allow the Department to meet its utilization goals in future years.

Department of Corrections & Community Supervision

DOCCS is committed to increasing the opportunities available to SDVOB vendors. SDVOBs are utilized for a variety of procurements including discretionary purchases, contracts for facility minor rehab projects, and more. DOCCS reaches out to SDVOBs by attending events like VETCON to promote projects that would be a good fit for the SDVOB vendor pool. DOCCS also encourages its facilities to maximize SDVOB inclusion on appropriate projects. It promotes SDVOBs locally by ensuring the facilities receive updates to the SDVOB directory and to reach out to the agency's compliance team for help in finding the SDVOB vendors they need. DOCCS has been successful in meeting or exceeding the 6% SDVOB goal and will continue its efforts to maximize SDVOB utilization wherever possible.

Department of Economic Development

DED has internal guidance for all staff on the purchasing, RFP, and contract management process. Within this guidance, program staff are instructed to contact ESD's Office of Contractor and Supplier Diversity (OCS) for a determination of SDVOB goals, if applicable, on procurements. Program staff also need to be familiar with the OGS Business Services Center's purchasing oversight guidance, which includes information on the consideration of SDVOBs for different procurement types. ESD attends VETCON to meet SDVOBs and identify potential firms for future opportunities. OCS created a policies and procedures manual that includes useful information on establishing goals, contract management and maximizing utilization. ESD will continue to focus on discretionary opportunities for SDVOBs wherever possible and will host internal agency-wide trainings to increase utilization.

Department of Environmental Conservation

This year, DEC has implemented SDVOB subcontracting goals applied to all applicable grants. All DEC contracts are subject to an SDVOB subcontract goal-setting analysis to determine implementation. Utilization of SDVOBs as subcontractors in DEC contracts and grants is progressively increasing and is expected to have a significant impact on overall utilization this coming year. Staff engage the SDVOB community on a regular basis to determine appropriate advertising and SDVOB subcontract goal setting. By researching the SDVOB directory and comparing the available certified businesses to each scope of work and location, DEC makes a goal determination for each contract. Staff regularly educate colleagues on the variety of ways SDVOBs can be engaged. SDVOB program staff partner with the purchase order/commodities section to do training aimed at enhancing program staffs' understanding of SDVOB requirements. Program division staff detail steps employed to engage SDVOBs or reasons why there were no opportunities. DEC believes that these efforts will help achieve the 6% goal.

Department of Financial Services

Over the last year, DFS obtained a utilization rate of 20.68% and more than doubled the dollar amount paid to SDVOBs in the previous year. After issuing its first short-term set-aside contract, DFS is now working on a longer-term set-aside, as there will be a continuing need for these services. DFS has begun regularly using an SDVOB vendor for IT services both on and off OGS centralized contracts and utilizes the discretionary purchasing authority to obtain goods and supplies from SDVOB vendors. DFS conducts regular outreach to SDVOBs and plans to continue attending the annual VETCON conferences held each year.

Department of Health

DOH has set a 6% SDVOB goal on the Statewide Health Care Facility Transformation Program (SHCFTP) capital projects. We meet with capital awardees to discuss SDVOB language in their capital contracts, to provide assistance with the SDVOB directory, and to help identify SDVOB spending opportunities. The agency reviews submitted SDVOB utilization plans and waivers to monitor good-faith efforts under these capital projects, maximizing utilization and enforcing compliance. We partner with DASNY in seeking SDVOB opportunities via facilities maintenance projects by aligning SDVOBs found within the directory with capital and facility opportunities. The SHCFTP III is currently posted with a 6% SDVOB goal on each award. DOH is currently working with the Division to create a SDVOB web-based compliance system to track SDVOB goal efforts.

Department of Labor

DOL has established procurement policies and procedures to identify and promote the utilization of SDVOBs. DOL has been successful in achieving and substantially exceeding the required 6% SDVOB utilization goal over the last two years. DOL has achieved a 20.89% SDVOB utilization goal over the past 4 quarters with over \$2.5 million in SDVOB utilization expenditures. DOL current utilization for Fiscal year 2021-22 Q1 and Q2 is 63.98%. DOL attributes its successful utilization to routinely soliciting SDVOBs for discretionary purchases. The SDVOB Administrator advises procurement and contract staff of updates to the SDVOB directory and the increase of SDVOBs on the OGS centralized contracts. The SDVOB Administrator works with program areas as procurements are being developed to determine if there are opportunities for SDVOBs and provides training to program area staff. The SDVOB Program Unit assists prime contractors in finding and utilizing SDVOBs. DOL participates in forums to identify SDVOBs that can provide goods and services to the department. DOL will continue to implement policies and procedures to ensure that certified SDVOBs have opportunity for maximum feasible participation in the performance of DOL contracts.

Department of Motor Vehicles

Throughout 2021, DMV has continued to promote the utilization of SDVOBs on State contracts and subcontracts. For procurements issued, we search the list of certified SDVOBs for potential participation. We ensure that the SDVOB standardized solicitation and contract language is incorporated in each procurement. We continually review the list of certified SDVOBs to see where we can purchase directly from them using discretionary funds. DMV attends all SDVOB trainings to keep us apprised of any changes/updates to the Program. We participated in VETCON 2021 to network with prospective SDVOBs.

Department of Public Service

DPS greatly exceeded the 6% utilization goal in FY19-20 but was unable to meet the goal in FY20-21 due to the pandemic, stay-at-home orders, and fiscal crisis. Utilization is rising again as staff returns to the office. DPS has continued outreach efforts to secure contracts with the SDVOB community by advertising open competitive

procurement opportunities in the NYS Contract Reporter and on DPS's website, with the expectation that this will generate more competition and increase the likelihood of SDVOB participation. DPS's procurement staff are aware of all SDVOB regulations and guidelines and attend training when available.

Department of State

DOS's challenges in achieving SDVOB utilization includes limited discretionary spending and the relatively limited SDVOB vendor pool for the types of commodities and services needed. This past fiscal year proved to be more challenging based on spending freezes for essential and discretionary expenditures. DOS provides training to agency staff to promote awareness and encourage grantees to utilize SDVOBs. DOS has increased SDVOB utilization through targeted purchasing efforts and SDVOB promotion through grant subcontracts. DOS promotes SDVOB utilization by including language in procurement/contract documents and disseminates information to grantees, encouraging grantees to engage SDVOBs. DOS intends to continue creating opportunities for SDVOB participation to the maximum extent possible.

Department of Taxation & Finance

The Department's strategy to maximize SDVOB utilization includes: the inclusion SDVOB language in Department contracts and solicitations; the identification of qualified vendors from the SDVOB directory including ongoing dialogue with Division staff, as necessary; the utilization of statutory discretionary buying threshold as well as set-asides for SDVOB firms, when applicable; the encouragement of P-card holders to utilize SDVOB firms; and the attendance at VETCON.

Department of Transportation

DOT intends to work closely with the Division to reach the statewide 6% goal. DOT plans to work with Regional Design Offices to provide guidance on how to assess opportunities for SDVOBs on set-asides for construction contracts. DOT purchasing compliance staff will continue to conduct staff training in FY2022 to review the SDVOB program with department buyers across the State including the use of SDVOB set-asides. DOT will continue to include SDVOBs in our federally funded WorkSmartNY Orientation program. This program is targeted for newly certified firms and for firms that DOT has categorized as underutilized on DOT projects.

Development Authority of the North Country

The Authority continues to look for opportunities to meet and exceed the NYS 6% SDVOB goal on procurements. The Authority promotes the use of SDVOBs utilizing the following procurement methods: utilizing SDVOBs as diversity suppliers on OGS centralized contracts; procuring commodities and services from SDVOBs through the Authority's discretionary spend option; encouraging SDVOBs to sign up on the Authority's website portal to receive email notifications when new IFB/RFP opportunities are posted; setting SDVOB participation goals on IFBs and RFPs where applicable; and directly soliciting qualified SDVOBs when IFBs and RFPs are released. The Authority also participates in local and regional matchmaker events and expos to promote its upcoming procurement opportunities and speak with interested SDVOBs. We have already seen a slight increase in utilization this fiscal year and we are monitoring our SDVOB utilization more closely and looking at more diverse ways to increase participation.

Division of Budget

DOB's goal is to purchase services and commodities from SDVOBs as much as practicable. Based on DOB's pattern of spending and the makeup of certified SDVOBs, DOB's strategy is focused primarily on the purchase of office supplies. DOB evaluates all service and commodity procurements to gauge whether they are suited for subcontracting goals, set-asides, or direct purchase from an SDVOB. In addition, DOB continuously monitors the SDVOB directory to identify areas where purchases could be made from an SDVOB vendor. DOB's procurement staff are aware of all SDVOB regulations and guidelines and will continue to evaluate all procurements for SDVOB utilization.

Division of Criminal Justice Services

DCJS is on track to meet or exceed the 6% goal. DCJS includes SDVOB language in solicitations and contracts. Quarterly meetings are held with DCJS program procurement liaisons to encourage the use of SDVOB vendors, and informative communications pertaining to SDVOB are sent to program areas. DCJS includes a segment on SDVOBs in its "Procurement 101" training and uploads SDVOB information to the DCJS Intranet. DCJS procurement promotes the use of SDVOB vendor utilization when there is an opportunity for a SDVOB to provide needed commodities and services.

Division of Homeland Security & Emergency Services

DHSES reviews all purchase requests for opportunities to utilize SDVOB vendors. This process involves ensuring that DHSES's Purchasing Unit cross references the requested purchase with the SDVOB directory to find a match and utilize SDVOB resellers whenever possible. DHSES is seeking to increase our utilization moving forward as we continue to network with various vendors and resellers. DHSES experienced a significant jump in utilization in the second quarter of FY22 and strives to build off that increase moving forward.

Division of Human Rights

DHR's procurement department actively pursues SDVOB vendors in its purchasing efforts. While there was limited opportunity for DHR to engage in purchasing during the COVID-19 pandemic, the agency's SDVOB utilization for 2021 continued to be in line with previous levels. As DHR restarts in-person activities, it will continue to engage with certified SDVOB vendors over the course of the upcoming year. DHR remains committed to making a good-faith effort to increase SDVOB participation and to utilizing certified vendors for discretionary spending, where feasible, to exceed the SDVOB goals.

Division of Military & Naval Affairs

DMNA exceeded the 6% goal for the first and second quarters of FY2021-22. This is attributed to using set-asides and directing certain programs to utilize known SDVOB vendors for annual purchases. To ensure that the SDVOB utilization rate continues to be met, DMNA intends to conduct a training course on how procurements should be conducted via WebEx. DMNA personnel will also be encouraged to seek and refer potential SDVOBs to the appropriate points of contact to gain certification. The training will also emphasize the importance of utilizing SDVOBs and encourage all programs to reach out to these vendors for availability and pricing. DMNA continues to monitor all procurement requisitions for compliance by reviewing individual requests to ensure that SDVOBs have been considered and/or selected for available procurement opportunities. DMNA's procurement procedures were recently updated to include specific steps that need to be taken to meet the quarterly utilization rate.

Division of State Police

NYSP has developed purchasing guidelines that are distributed to all employees involved in purchasing and/or contracting. Specific instructions regarding the identification, solicitation and use of SDVOB vendors are included in this document. NYSP utilizes the SDVOB directory and OGS contract listings and information on file to identify SDVOB vendors for purchases. Solicitations received from SDVOB vendors and all promotional materials are kept on file electronically and are added to current or future bidder lists as appropriate. This file is reviewed by purchasing staff to ensure familiarity with vendors that provide required goods and services. Correspondence or other marketing contacts received from businesses are reviewed and the information is added to our files for future reference. In addition, the NYSP participates in VETCON.

Division of Veterans' Services

DVS promotes New York State's SDVOB contracting goal at outreach events across New York State. Given that our target audience is veterans, including veteran business owners, our public-centered programs provide a golden opportunity to increase awareness of the SDVOB certification process and NYS's desire to contract with SDVOBs for goods and services. DVS also promotes the State's SDVOB opportunities on our social media platforms. DVS's own contracting opportunities with SDVOBs are limited. Most of DVS's largest purchases are exempt (e.g., Call Center services provided by the Human Services Call Center at OCFS). DVS will strive to meet the 6% SDVOB goal in the upcoming fiscal year primarily through purchases of promotional items to use at the agency's outreach events.

Dormitory Authority of the State of New York

DASNY continues to work to maximize procurement opportunities for SDVOBs. DASNY engaged SDVOBs for prime and subcontracting opportunities in construction, construction-related professional services, technology, operations, and commodities/services. SDVOB outreach includes: direct notice of procurement opportunities; participating in NYS virtual matchmaking events including VETCON and the virtual MWBE/SDVOB Forum; and organizing DASNY virtual networking sessions. SDVOBs are encouraged to enroll in DASNY's Registry, Plan Holders Lists & Interested Subcontractor/Suppliers List, designed to link M/W/SDVOB/SBEs with DASNY opportunities. DASNY's Opportunity Programs Group meets weekly with other divisions to identify opportunities for SDVOBs. DASNY's Capital Management Plan provides bonding assistance, capital access and backend management to SDVOBs in construction.

Empire State Development

ESD's Office of Contractor and Supplier Diversity assesses goals on procurements, analyzing the subcontracting opportunities and availability of SDVOBs on projects. From FY20-21 Q3 to FY21-22 Q2, ESD's SDVOB utilization will be over \$9.2 million. ESD regularly attends VETCON to meet SDVOBs, discuss ESD opportunities, and identify potential SDVOB firms for future opportunities. ESD has also focused on outreach to SDVOBs to increase utilization within available opportunities and includes SDVOBs in discretionary spending opportunities wherever possible. To meet the 6% SDVOB utilization, ESD plans on continued outreach to SDVOBs, including targeted project-specific outreach to SDVOBs, to discuss upcoming opportunities and tangible ways that firms can access upcoming contracting opportunities. ESD will also increase internal trainings to increase utilization.

Empire State Plaza Performing Arts Center Corporation (The Egg)

Due the COVID-19 pandemic, The Egg was closed for over 17 months. At this time, The Egg has scaled back activities. It is hoped that when the pandemic abates, we will be able to open back up with a full slate of events and resume normal operations. The primary strategy for increasing SDVOB participation will continue to be through staff reminders of the SDVOB directory when submitting procurement requests and our continued efforts to work with our sister agencies on the Empire State Plaza to share information regarding SDVOB vendors who may be eligible for the procurement process.

Environmental Facilities Corporation

EFC evaluates all procurements for professional services for SDVOB participation and applies a 6% goal whenever feasible. EFC also uses its discretionary spending authority to utilize SDVOBs for professional services and for the purchase of information technology products and miscellaneous office supplies whenever feasible. In addition, EFC regularly participates in conferences and outreach events. EFC has developed guidance for recipients of EFC financial assistance and for contractors and subcontractors on EFC-funded projects to assist in compliance with EFC's programmatic requirements. As part of this guidance, EFC sets a 6% SDVOB participation goal for State-funded projects and encourages the use of SDVOBs on federally funded projects.

Erie County Fiscal Stability Authority

Erie County Fiscal Stability Authority has worked with purchasing staff to provide reasonable assurance that any spending or procurement items are bid with available SDVOB providers. We have also reviewed updated vendor lists to provide reasonable assurance that purchases could be made with appropriate SDVOB providers.

Erie County Medical Center

ECMCC assesses all IFBs and RFPs for inclusion of SDVOB participation goals and utilizes a process to review for discretionary spending opportunities. ECMCC includes SDVOBs in outreach efforts to encourage self-performing prime opportunities on contracts and conducts pre-bid calls to educate potential respondents on SDVOB requirements and reporting. ECMCC works with initially deficient respondents to identify SDVOBs and cure deficient utilization plans. ECMCC's updates its web page with procurement opportunities and continuously educates staff on the importance of including SDVOB goals in its contracts.

Executive Chamber

The Executive Chamber's goal is to procure services and commodities from SDVOBs whenever possible. Due to the current procurement needs of the Chamber, all SDVOB utilization is achieved by purchasing office supplies. The Chamber's procurement staff reviews each purchase request to determine whether SDVOB utilization is possible. In addition, the Chamber closely monitors the SDVOB directory to identify vendors from whom purchases can be made. The Chamber is fully supportive of the SDVOB program and will continue to utilize SDVOB vendors at every opportunity.

Gaming Commission

The Commission will continue to strive to meet or exceed the 6% goal, as the Commission is dedicated to supporting the SDVOB program. The Commission will achieve program compliance by assessing each procurement opportunity and setting goals as applicable. Staff will utilize the SDVOB directory to assist with the identification of certified SDVOB contractors. The Commission uses the goal plan as a mechanism to identify eligible expenditures. In addition, the Commission has policies and procedures in place for SDVOB program participation. Staff also monitor contracts with SDVOB goals for compliance.

Governor's Office of Employee Relations

GOER seeks to procure with SDVOB vendors whenever possible. GOER's purchasing unit assists program staff in identifying opportunities for SDVOB utilization. All procurements are monitored to ensure good-faith efforts are made to utilize SDVOBs, whenever possible. New York State Contract Reporter ads include the agency's SDVOB goals for that procurement, as applicable. As a means of promoting SDVOB utilization, GOER has a link on its website to the Division's website.

Higher Education Services Corporation

Before beginning the procurement process, HESC determines whether a qualified SDVOB is available to provide all or a portion of the goods or services being sought. HESC's purchasing staff reviews the certified list of SDVOBs to ensure that qualified vendors are properly identified and involved. Due to limited number of procurements and number of SDVOBs in HESC's need areas, there have been limited opportunities to utilize SDVOBs. This has been further compounded by the COVID-19 pandemic which has delayed or curtailed many of HESC's procurements. HESC will continue its practices, while educating procurement staff of ongoing requirements and new opportunities, with the hope that additional SDVOB vendors can be identified to fulfill HESC's needs.

Housing Trust Fund Corporation/Governor's Office of Storm Recovery

For any contracts that utilize State funding, GOSR is updating its SDVOB process to ensure revised SDVOB plans are collected at the procurement phase throughout the contract lifecycle, including the requirement for good-faith efforts. GOSR is updating its website to include information regarding SDVOB-applicable contracts, information pertaining to SDVOB utilization plans, and information regarding SDVOB waivers. GOSR is continuing communications with direct vendors to provide training and technical assistance on SDVOB compliance through the life of their contracts as well as technical assistance and training on SDVOB requirements to all internal and external stakeholders.

Hudson River Park Trust

In 2021, HRPT made a concerted effort to increase its utilization of SDVOB certified vendors through targeted staff procurement training and improved SDVOB outreach. Additionally, Procurement and Compliance staff attended the 2021 VETCON to amplify the marketing message. HRPT's overall efforts have led to an SDVOB expenditure that is on par with prior fiscal years, but which has not kept pace with the additional construction spend that has occurred this year. HRPT will continue its outreach and training efforts as it strives to meet its 6% FY21-22 SDVOB utilization goal and is pursuing opportunities to directly engage SDVOB's as primes, including set-aside and discretionary procurements.

Hudson River-Black River Regulating District

The District's overall strategy consists of identifying SDVOB firms serving the North Country, both primary and secondary, from the SDVOB directory. All purchases are reviewed to determine SDVOB opportunities. The District relies upon discretionary purchases to achieve its SDVOB goals. Additionally, the District sends general requests for qualifications to all engineering firms demonstrating hydraulic/hydrologic capabilities. All proposals requiring hydraulic/hydrologic capabilities are sent to those firms identified. The firms selected are required to utilize SDVOB sub-consultants where applicable. Where possible, we unbundle contract deliverables. All contracts include SDVOB language. To further support our efforts, purchasing personnel are educated regarding SDVOB legislation and requirements. The Compliance Officer is the SDVOB point of contact and assists staff in identifying opportunities for SDVOB utilization. The SDVOB directory is routinely searched for vendors for the goods or services being procured. The District will continue to work with staff to increase awareness and to build upon our current efforts.

Information Technology Services

ITS incorporates SDVOB utilization language into contracts and encourages all contractors to utilize SDVOB suppliers. Due to the COVID-19 pandemic, continuous outreach and guidance provided to SDVOBs about navigating the procurement process was converted to electronic communication. ITS works with the Division staff through a joint Utilization Initiative to develop pre-procurement efforts to maximize inclusion of SDVOBs in future procurements. ITS continues to work actively with Division staff to meet the agency's goal to purchase commodities, services, and technology through SDVOBs.

Jacob Javits Convention Center

It is the goal of the Corporation to award a fair share of procurement contracts to SDVOBs. To reach this goal, bidders on contracts expected to exceed \$50,000 are encouraged to subcontract with SDVOBs, and for projects below \$50,000, the Corporation solicits bids with a primary focus on SDVOB companies suitable to the work required. The Purchasing Department maintains a list of SDVOB by area of expertise, and individuals responsible for soliciting bids reach out to SDVOBs to encourage them to submit bids. For projects over \$50,000, staff contacts the SDVOB liaison with the project information for additional help reaching prospective vendors.

Joint Commission on Public Ethics

JCOPE's Director of Administration oversees three staff in all procurement activities. All staff have been trained and are aware of SDVOB goals assigned to the agency. All service and commodity discretionary procurements are required to attempt to utilize SDVOB vendors for purchases to include office supplies, computer hardware, and audit services. As SDVOB vendors are added to the available vendors who supply these goods and services, the agency will procure accordingly.

Justice Center for the Protection of Persons with Special Needs

After ensuring that purchasing staff are equipped with the most recent eligible SDVOB vendor lists through internal email distribution, the agency SDVOB review process includes vetting commodities and services available through OGS centralized contracts for SDVOB vendors before procuring and closely examining the SDVOB directory before making discretionary purchases. The Justice Center has worked to increase its SDVOB usage during 2021 by continuing to employ this approach. The agency has several SDVOB vendors that we have found through our standard SDVOB review process. The majority of Justice Center purchasing is made through OGS centralized contracts, which has the effect of limiting the opportunity for open-market procurements. As circumstances warrant, the agency will attempt to utilize SDVOB set-asides. Additionally, in 2021, we began using the SDVOB reseller on the OGS centralized Office Supply Contract to further increase our quarterly SDVOB participation numbers.

Livingston County Water & Sewer Authority

LCWSA is committed to maximizing SDVOB opportunities. While LCWSA has very few contracts and subcontracts that meet the State contract amount thresholds, the LCWSA has taken proactive steps internally and externally to encourage SDVOB participation in LCWSA contracts. Internally, as part of its regular staff meetings, staff are reminded of the SDVOB directory and are encouraged to utilize the directory whenever practical. As part of construction meetings for ongoing contracts, contractors and subcontractors are encouraged to seek additional opportunities to utilize certified SDVOBs.

Long Island Power Authority

PSEG Long Island, on behalf of LIPA, remains committed to extend opportunities and develop strategic partnership with SDVOB vendors and contractors. The 6% SDVOB goal is applicable on all contracts in excess of \$25,000 for labor, services, equipment, materials and in excess of \$100,000 for real property renovations and construction. Our prime vendors and contractors are contractually required to comply with our Supplier Diversity Program and submit monthly or quarterly reporting of utilization, payments etc.

A total spend of \$9.4M or 12% of eligible spend was awarded to SDVOB vendors and contractors over the last four quarters. PSEG Long Island is steadfast in growing its footprint with SDVOBs and the diverse vendor community. We hosted our annual Supplier Diversity Fair in May 2021 and participated in several fairs and events including the Competitive Edge SDVOB Virtual Summit to expand our outreach efforts to meeting and networking with SDVOBs, connecting them with our decision makers and Procurement Team and building a gateway to successful bidding on short and long-term contracting opportunities.

Metropolitan Transportation Authority

MTA remains fully committed to increasing its procurement opportunities to SDVOBs. MTA agencies have continued their efforts to train their procurement staff on SDVOB requirements, solicit from SDVOBs for commodity purchases, identify SDVOB resources from the list of certified firms, and notify prime contractors of the SDVOB Program. MTA's discretionary procurement, with its threshold increased to \$1 million, allows for solicitation of SDVOBs without a formal competitive process to maximize utilization. MTA encourages its procurement staff to participate in outreach events focused on opportunities for SDVOBs, including the annual VETCON and Competitive Edge events, to help SDVOBs develop relationships and generate business opportunities with the MTA and its operating agencies. MTA also has a procurement focus for SDVOBs in the areas of financial services, construction, and information technology.

Nassau County Interim Finance Authority

All of NIFA's RFPs have an SDVOB goal of 6%. The Executive Director oversees implementation of NIFA's policy and directs the Authority's efforts to grant SDVOB's an opportunity to compete for the Authority's business. NIFA conducted one RFP in 2021 without successfully garnering any attention from SDVOB accounting firms. In 2020 we issued two RFPs and specifically reached out to the SDVOBs in consideration of a candidate. As a result of our outreach, we included six broker dealers in the remarketing team for the debt restructuring that we executed in February 2021. We continue to include a SDVOB dealer/broker in our monthly bids. We will actively continue our outreach for inclusion of SDVOBs to fill our business needs.

Nassau Health Care Corp.

NHCC is proud to say that we achieved a 5.84% SDVOB Utilization rate for Q2 FY22. In the previous quarter, Q1 FY22, our utilization rate had been 0.85%. NHCC is striving to increase our footprint with SDVOBs to give back to our veterans who sacrificed for us. In May 2021, Jonathan Goldstein, along with two other representatives from Erie County Medical Center and Westchester Health, spoke on a virtual panel to over 100 NYS SDVOBs regarding SDVOBs developing business with New York State Medical Centers. From this panel, we made connections with some local SDVOBs. We've also added language to our standard RFP and sealed bid templates to include information regarding our SDVOB initiatives at NHCC. NHCC looks forward to doing business with and expanding our footprint with SDVOBs more in the future.

Natural Heritage Trust

NHT continues to encourage agency partners to contact SDVOB vendors when they are procuring services or products by providing a list of all SDVOB businesses to staff responsible for procurements in their regions. A compliance form is distributed to all regions requiring them to report on which SDVOB's were contacted for bids. Most often, NHT raises funds for a portion of a given program or project – most procurements are done by our partnering agency staff (NYS Parks and NYS DEC), so NHT is somewhat limited in its abilities to increase utilization.

New York Power Authority

NYPA/Canal Corporation continues to see an increase in spend with SDVOBs and we are on track to exceed our goals. The Authority's bold initiatives will remove barriers and assist firms to increase their capacities over the next five years through Surety Bonding Training, Mentor Protégé, and Small Business Programs as well as using increased discretionary spending opportunities. We have continued to increase our outreach events, despite the difficulties of COVID, and they have garnered increased supplier activity and support. We hosted a dedicated SDVOB event that allowed our site buyers to meet new suppliers. This will be an annual event solely for SDVOBs across NYS to meet and network with our buyers and end users and learn about upcoming procurement opportunities. It continues to be important to NYPA/Canal Corporation to show our support not only to the SDVOB program, but to the SDVOB firms and community. Support is shown through outreach, training events and most importantly through relationship building. We continue to seek opportunities to revise and revamp the program to support the needs of the community and the suppliers. We want to ensure that we are removing barriers and helping our firms to build their capacity; thereby, allowing us to continue to look for opportunities where we can incorporate solid foundational goals that will allow us to partner directly with NYS certified SDVOB firms.

New York State Bridge Authority

The NYS Bridge Authority has engaged certified SDVOB vendors throughout the years in contracting opportunities as well as general procurements. We consider SDVOB vendors with every procurement inquiry, but we are not always able to utilize these certified vendors as often as we would like due to the nature of our projects. The Bridge Authority regularly advertises in the NYS Contract Reporter and targets specific certified firms that appear to meet RFP qualifications through bid invitations. The COVID-19 pandemic still demands that we remain more budget-conscious than usual, but we ensure that SDVOB firms have a fair chance to work with the Bridge Authority.

New York State Energy Research & Development Authority

To encourage NYS certified SDVOB participation within the Authority's contracts and procurements, information on the updated status of SDVOB vendors is made available to all staff. Authority staff routinely search the SDVOB directory for qualified vendors to procure goods and services. New solicitations are reviewed for SDVOB opportunities and required SDVOB provisions are included in the solicitation, indicating up to a six percent goal for vendors where appropriate. Furthermore, the SDVOB goal plan and planned actions are reviewed with

executive sponsors annually. In the past 12 months, we have increased utilization of SDVOB subcontractors and continue to identify SDVOB firms for discretionary contracts.

New York State Homes & Community Renewal - DHCR, HTFC

The Agencies' Office of Economic Opportunity & Partnership Development (OEOPD) is responsible for administration of the program on behalf of the agencies within the HCR structure. OEOPD has ensured that SDVOB program requirements are an integral part of the Agencies' business, including in all appropriate contract language and documents. OEOPD has seen an increase in the utilization of SDVOB firms and within the past four quarters has achieved a utilization rate of 5.6%. DHCR continues to reach out to the SDVOB community by continued participation at events serving the SDVOB community as well as informing SDVOBs of opportunities as they arise.

New York State Homes & Community Renewal - HFA, AHC, SONYMA, MBBA, TSFC

New York State Homes and Community Renewal's Housing Finance Agency continues to incorporate SDVOB participation in all applicable contracting and subcontracting opportunities available. Each funding award issued through this agency is assessed for SDVOB partnership opportunities and assigned an appropriate goal. Prime contractors must submit a plan to meet the assigned goal or demonstrate all efforts to solicit SDVOB subcontractors through various means of outreach. Each quarter, HFA has met the assigned goal and will look for additional areas for opportunity.

New York State Insurance Fund

The previous four quarters, NYSIF disbursed \$3.7M to SDVOBs, two times more than its 6% utilization target. NYSIF reviews each procurement prior to its release to determine the appropriate goal (0% to 6%) based on the SDVOB pool, and capability. NYSIF uses all procurement options under the SDVOB program to maximize SDVOB utilization, including discretionary procurements and set-asides. NYSIF makes good-faith efforts to meet the 6% utilization target for SDVOB procurement. Compliance with SDVOB goals is monitored through the contractor's compliance report. Approved utilization plans for SDVOBs are posted on NYSIF's website.

New York State Thoroughbred Breeding & Development Fund Corporation

The Fund reviews the SDVOB directory regularly for new certifications and potential procurement opportunities to help assist the Fund in achieving our goal. The Fund does not have any construction purchases and is limited to looking for new opportunities from commodity and service vendors. The Fund is currently limiting discretionary spending due to the changing economic factors, but we remain committed to improving our relationships with SDVOB vendors and will continue to reach out to SDVOB vendors for future discretionary spending opportunities. In addition, the Fund will continue to utilize the SDVOB vendors it has developed a relationship with for additional commodity and service purchases as needed.

New York State Thruway Authority

NYSTA reviews all contracts and consultant agreements prior to advertisement to determine if the scope of work provides opportunity for SDVOB participation. NYSTA will continue to monitor the SDVOB directory and identify firms that can be utilized on its heavy highway projects and construction consultant agreements. Procurements within the discretionary spending authority, and where competition can be established, may be set aside, in which case, we will canvass SDVOBs in the applicable line-of-business to determine their availability. To increase SDVOB utilization, NYSTA will increase outreach and training to potential certified SDVOB firms on "How to Do Business" with the Authority, send upcoming opportunities notifications to SDVOB firms in the project's location, conduct yearly Authority staff training to ensure compliance of Article 17-B, and continue to attend SDVOB outreach events and conferences in order to identify firms for participation.

Niagara Falls Water Board

To increase SDVOB utilization, beginning July 2021, a representative was assigned the task of maintaining SDVOB reporting and compliance. Payments to vendors are checked to identify possible matches. Employees are advised to forward any information to help increase participation. Efforts are being made to ensure vendors understand their responsibilities as well as Counsel, Finance and Procurement Departments. With time and experience, utilization should improve as more firms become certified. Active participation in SDVOB conferences and webinars should improve utilization in the future as well. We hope to encourage local vendors to obtain certification.

Niagara Frontier Transportation Authority

Our Procurement Compliance Team conducts annual training for all NFTA managers and supervisors on how to find and utilize SDVOB suppliers. NFTA personnel attend SDVOB training with the Division when offered. NFTA makes every effort to ensure SDVOBs are aware of contracting opportunities by advertising contracts greater than \$25,000 in local papers and the New York State Contract Reporter, indicating that SDVOBs are encouraged to respond. Additionally, NFTA reviews the SDVOB Directory and sends opportunities to businesses that meet the description in each specification. Prior to bid submissions, a pre-bid meeting is conducted to inform potential bidders about subcontracting opportunities and NFTA's commitment to maximize utilization of SDVOBs. The NFTA has directed SDVOBs to the Division to learn how to gain SDVOB certification

Office for People with Developmental Disabilities

OPWDD will continue to make a good-faith effort to utilize SDVOB vendors wherever possible. OPWDD educates procurement staff in the use of SDVOBs in discretionary spending and in soliciting qualified SDVOBs to participate as prime vendors on self-performance contracts. OPWDD believes it can attain 6% utilization through prime participation and discretionary spending. OPWDD will continue to set SDVOB goals on agency contracts that provide opportunity.

Office for the Aging

The majority of NYSOFA's budget is distributed to Area Agencies on Aging (AAAs) from federal- and State-funded programs; allocations for these programs are based on formulas contained in statute. In addition to the funding distributed to the AAAs, NYSOFA administers contracts with not-for-profit community aging service providers. NYSOFA strongly encourages its contractors to utilize SDVOBs for any non-personal service discretionary spending and includes standard SDVOB language in each contract and competitive offering. To continue to identify SDVOB contractors for procurements, NYSOFA purchasing staff annually attend VETCON. Additionally, NYSOFA staff frequently reference the SDVOB directory to identify new SDVOB suppliers.

Office for the Prevention of Domestic Violence

OPDV is a hosted agency in all administrative capacities: by the OGS Business Services Center (BSC) for routine procurement and finance transactions and by DCJS for Finance, including agency purchasing. The procurement staff in DCJS's Financial Services unit and the BSC have experience and knowledge in working on focused procurement efforts and will vigorously pursue any opportunity to utilize SDVOBs. Additionally, the liaison to the Affirmative Action Administrator working in collaboration with DCJS will ensure on a continuous basis that SDVOB purchasing goals are a priority for OPDV. OPDV looks for opportunities for SDVOBs in all purchasing to continue to meet or exceed the agency's SDVOB goals. To that end, we have incorporated SDVOBs into our limited purchasing opportunities, and we look forward to growing our support to those entities as more become certified.

Office of Addiction Services and Supports

OASAS will continue to make good-faith efforts to utilize SDVOBs for discretionary spending as well as to encourage goals in solicitations, where feasible. Opportunity Program staff will analyze the previous years' spending and determine if there were missed opportunities as well as potential SDVOB reseller opportunities. In addition, OASAS staff attended the 2021 VETCON. There has been significant staff turnover in the Contracts and Procurements unit at OASAS, so the Division was invited to provide technical assistance and guidance on how to purchase from SDVOBs.

Office of Children & Family Services

To promote the utilization of SDVOBs and increased participation by certified SDVOBs, subcontracting opportunities and subsequent goals are determined based on the goods and services being procured for each contract. OCFS encourages our contractors to consider SDVOB utilization at a minimum of 6% of their spending and offers assistance in locating certified SDVOBs. In order to accurately reflect SDVOB opportunities, prior to release of a procurement, OCFS conducts goal assessments taking into consideration specific factors pertaining to the procurement, inclusive of reviewing the SDVOB directory to determine if there are SDVOB resources that could fulfill our contractor's needs. OCFS's Purchasing Unit maximizes the use of SDVOBs for its discretionary purchases by reviewing the SDVOB directory for all purchase opportunities.

Office of General Services

OGS strives to meet or exceed its SDVOB goal by working closely with the Division to ensure that opportunities are identified and followed up on with all business units that procure goods and services including Design and Construction (D&C), Procurement Services, Real Estate, and Finance, which also administers procurements on

behalf of our hosted agencies. Procurement Services continues to add SDVOB resellers to centralized contracts, and Finance has an SDVOB set-aside contract in progress. D&C has 254 contracts with assigned SDVOB goals and anticipates an increase through FY21/22 and into FY22/23. Utilization updates will occur as projects reach intervals of 25%, 50%, 75%, and 100% of completion. OGS's Office of Business Diversity (OBD) will continue to participate in events to inform and educate SDVOB firms on OGS opportunities. OBD reviews solicitations for discretionary purchases to ensure SDVOBs are utilized whenever possible. OBD includes SDVOBs in the outreach campaign for the construction emergency bidders lists and also markets procurement opportunities to SDVOBs to allow firms time to prepare to compete as prime contractors as well as authorized resellers.

Office of Mental Health

OMH is committed to the continued growth of our SDVOB participation within all available procurement opportunities. When OMH identifies a need for any of our psychiatric hospitals or research institutes, the OMH Bureau of Procurement Enterprise Services has put procedures into effect requiring that staff utilize the SDVOB directory to locate potential vendors. SDVOB vendors are to be included on all solicitation lists, and the majority of the contracts are required to contain 6% SDVOB goals. If a waiver request must be submitted, these are scrutinized and can be rejected if good-faith efforts are not well documented. OMH strongly encourages SDVOB firms to bid on solicitations as the prime contractor and will assist non-SDVOB vendors locate subcontractors to meet the goals.

Office of Parks, Recreation, & Historic Preservation

Although utilization percentages remain low, our Master Goal Plan for the year created a path forward to incorporate more goals in contracts. Our efforts are concentrated in the construction industry, as this is the majority of expenditures for the agency. It also has the most potential to engage SDVOBs as prime contractors as well as subcontractors and suppliers. Another major area of focus for our team is compliance. We are seeing great participation in contracts during the utilization plan phase, but our numbers being reported do not reflect this. Currently, we are rethinking how to do more compliance follow up. The agency continues to evaluate each contract on an individual basis to determine if SDVOB participation is achievable. Most contracts are going out with a goal of 6%, higher than our previous standard of 4%.

Office of Temporary & Disability Assistance

During the 2021 calendar year, OTDA has established SDVOB participation goals and amplified OTDA's commitment to maximizing spend with SDVOBs in all applicable procurements and purchases. OTDA has conducted evaluations of new and current contracts to clarify eligible spending and identified and solicited SDVOBs for the purchase of goods and services, increasing the agency's discretionary purchasing from SDVOBs. All procurement staff has been advised of the increased discretionary purchasing threshold of \$500,000, and procurement and purchasing staff have been reminded to routinely consult the SDVOB directory. OTDA has enhanced the internal review process to identify potential set-asides for SDVOBs and has established new internal compliance roles to increase participation. OTDA will continue to participate in outreach in supporting SDVOBs and to work with the Division to ensure we institutionalize SDVOB best practices.

Office of the Inspector General & Welfare Inspector General

The Offices of the Inspector General are fully committed to procurement practices in support of SDVOBs. All Inspector General staff members responsible for procurement regularly consult the SDVOB directory to determine purchasing opportunities. The Inspector General continuously reviews procurement policies and procedures to ensure that every effort is made to utilize and support SDVOBs.

Office of the Medicaid Inspector General

OMIG is committed to supporting the State's effort to utilize SDVOBs. As such, it is OMIG's policy to encourage and foster equal participation for SDVOBs in the provision of goods and services. While OMIG maintains relatively few contracts, SDVOBs are included in bidders lists and are targeted for discretionary purchases whenever appropriate. Despite fiscal challenges and the State's continued fight against COVID-19, OMIG will strive to meet the statewide SDVOB participation goal of 6% for FY2021-2022.

Office of the State Comptroller

OSC's attainment of its FY21 SDVOB goal is the result of changes that emphasize inclusion of SDVOBs in procurement opportunities. These changes include directives to procurement staff to include SDVOBs where feasible as well as continued training of program staff. These efforts have fostered a culture that encourages SDVOB procurement. OSC's SDVOB spending has increased over the previous four quarters by approximately

\$582,000, which helped OSC achieve a utilization rate of 8.42%. This increase is attributed to SDVOBs winning software maintenance/support contracts as well as purchasing of supplies. In an effort to expand procurement opportunities, OSC will participate in outreach events and advance strategies described above. Moving forward, OSC will explore further integration of additional tools such as set-asides.

Office of Victim Services

Although OVS is a small agency with limited State spending on non-personal services, the agency makes efforts to procure commodities and services from SDVOB vendors. When making discretionary purchases, OVS procurement staff seek out opportunities to work with SDVOB vendors by reviewing the lists of vendors on OGS centralized contracts and searching for potential bidders for open market purchases in the SDVOB directory. These efforts have allowed us to achieve our 6% utilization goal. Although some quarters are less than others due to the timing of purchases, the average utilization rate is aligned with our master goal plan.

Ogdensburg Bridge & Port Authority

Reviewing the statistics for the year, the OBPA fell short of the 6% goal. The OBPA has received some guidance from the Division of SDVOB to increase its discretionary spending and is in the process of implementing the recommendations. The OBPA continues to follow the number of SDVOBs that perform work in the North Country to determine whether local SDVOB vendors would be likely to participate in OBPA projects. As more SDVOB firms are certified in the North Country, the OBPA will be more fully able to support SDVOBs

Olympic Regional Development Authority

ORDA has increased its utilization of SDVOB firms from .25% to 5% over the last four quarters. We have done this through direct outreach, working closely with the Division to provide outreach, distributing a SDVOB interested vendors list to every interested bidder for every procurement, and hosting matchmaking events annually. To achieve the 6% utilization goal on projects, we must encourage bidders to seek SDVOB vendors from outside of the region and provide more prime bidding opportunities for SDVOB firms. To determine SDVOB goals on our projects, we identify the prime contractor and subcontracting opportunities for SDVOBs by identifying each of the components (NAICS Codes) of the project and value. To monitor compliance for contracts, we collect quarterly reports from each prime and analyze their utilization against the goals. If the prime is not meeting the goals, we require a corrective action plan from them indicating how they plan on meeting their goals prior to completion of the project/contract.

Port of Oswego Authority

Port of Oswego has steadily increased our utilization percentages over the past year with the exception of Q4, wherein we didn't have much in the way of opportunity that quarter. In quarters 2 and 3 we were able to exceed the 6% goal. We have maintained the SDVOB section of our website so that all information for SDVOBs is readily available and that any contract opportunities are abundantly clear. We are very diligent in ensuring that contracts are met with good-faith efforts in an attempt to encourage the highest level of SDVOB participation. We oversee all contracts in order to ensure that good-faith efforts are being made and are well-documented. As always, we aim to foster equal participation for SDVOB utilization wherever possible and strive to maintain and exceed our goals.

Public Employment Relations Board

While PERB encounters very few opportunities in the area of contracting, consideration of SDVOB businesses has been integrated into PERB's procedures when selecting vendors for discretionary purchases. The Executive Director currently receives regular updates regarding the list of certified SDVOBs and will continue to work with the Administrative Officer to make SDVOBs part of the collection of vendors considered regarding day-to-day purchases. Our main SDVOB utilization is discretionary purchases for office supplies. With many staff working remotely, demand for office supplies is down. Quarter 2 of 2021/22 has shown an increase in SDVOB as some staff are coming into the office more. We will continue to look for more opportunities to utilize SDVOB vendors. We will continue to strive to increase staff's awareness and knowledge of the SDVOB program, legislation, and other resources such as the Division website.

Rochester Genesee Regional Transportation Authority

Contracts valued at \$25,000 or more, without DBE goals, are assessed for SDVOB opportunities. Notifications are sent to eligible SDVOB firms. During pre-bid meetings, participants are reminded of associated SDVOB goals and subcontracting opportunities. SDVOB subcontractors are encouraged to attend to network with potential prime contractors. Purchases below \$25,000 are assessed for SDVOB opportunities in the quoting process or

discretionary spend. RGRTA participates in regional small business events to meet firms and discuss purchasing opportunities. In 2021, RTS implemented a Supplier Portal and sent notifications to certified SDVOB firms to register. Registered firms are notified of contract opportunities in their selected areas. Firms reviewing procurement specifications appear on the posted Plan holders list with contact information creating networking opportunities.

Roosevelt Island Operating Corporation

RIOC will continue to seek and develop SDVOB business opportunities through contract compliance as well as discretionary purchasing. RIOC reviews utilization through quarterly reporting as well as regular billing review and management of our larger contracts. In order to better achieve these goals, RIOC's procurement staff attended VETCON this year. After a challenging year and a half with the pandemic, reengaging with the SDVOB community at this in person event was a great opportunity to make connections and develop some business contacts and relationships

Roswell Park Cancer Institute

The Institute continues to conduct interviews with SDVOBs that are interested in working with us, and whose services are relevant to our needs. We have continued to develop relationships and have awarded some long-term contracts for services that will give 100% spend to SDVOBs for the life of the project. Efforts are made to have on-site meetings with each vendor that wants one in the initial implementation phase of the program. Institute staff work closely with buyers in individual departments to identify potential opportunities for increased participation by SDVOBs. Institute staff is committed to attending the VETCON every year as well as participating in vendor fairs throughout Western New York. The Institute continues to share success stories and get referrals of SDVOBs from other member organizations of the Buffalo Niagara Medical Campus.

Schenectady Metroplex Development Authority

The Authority partners with Schenectady County and City of Schenectady's Affirmative Action team to promote SDVOBs. Outreach efforts include utilizing the SDVOB directory and educating businesses and private developers on the statutory goal. SDVOB contract language is included in competitive procurement contracts and purchases. Due to the COVID-19 pandemic, capital and construction projects decreased resulting in fewer projects that were subject to Article 17-B. Meeting a goal of 6% will occur as more SDVOBs are certified, specifically those that are local to Schenectady County. We will continue to work closely with the Division to identify SDVOBs for any future procurement opportunities.

State Commission of Correction

SCOC is hosted by DCJS, which ensures that SDVOB language is included in SCOC solicitations and contracts and that informative communications pertaining to SDVOBs is provided. DCJS Procurement promotes SDVOB vendor utilization and solicits SDVOB vendors for commodities and services that could be obtained from an SDVOB vendor.

State University Construction Fund

The vast majority of SDVOB opportunities on SUCF projects are on design and construction projects. We advertise these projects directly to SDVOB's through our SDVOB registry and targeted emails. All procurements subject to Executive Law Article 17-B must have a SDVOB goal determination prior to release of procurement advertisements. SUCF procurement staff continuously review procurements and the SDVOB directory to identify and match opportunities for set-asides for exclusive SDVOB bidding. Additionally, all procurements and the directory are reviewed to determine the appropriate goal for subcontracting opportunities for SDVOBs. Email blasts are sent to SDVOBs for advertised procurements and SUCF staff participate in and attend outreach events for SDVOBs. All RFP and contract language is in compliance with statute, and SUCF staff associated with procurement are educated and updated on SDVOB requirements and expectations.

State University of New York

SUNY actively promotes and supports the utilization of SDVOBs by all 30 campuses through the implementation of a new SDVOB Program Software automation tool that quickly finds SDVOB firms for every scope of work in every procurement, sets goals for SDVOB participation according to best practices, and downloads lists of SDVOB firms for outreach via email blast. We have also implemented NY State Contract System compliance software for managing prime contractor performance vis-a-vis SDVOB subcontract participation and payment. We deliver mandatory training sessions for campus procurement staff on the best practice use of these applications. We identify quality SDVOB suppliers at semi-annual University-wide Purchasing Association meetings, participate

in VETCON and host SDVOB-specific outreach events. Our office is also working with the Director of Procurement to implement set-asides where applicable to increase utilization in specific procurements.

Syracuse Regional Airport Authority

SRAA is working to build stronger relationships with the SDVOBs that SRAA currently utilizes and identify new ones. SRAA works on a vendor-by-vendor basis to help SDVOBs understand procurement processes, policies, and procedures for upcoming projects. SRAA attends the annual SDVOB conference to promote upcoming business opportunities at the Airport. SRAA remains committed to making a good-faith effort to increase SDVOB participation.

United Nations Development Corporation

UNDC's efforts to promote utilization of SDVOBs include: assessing State contracts for SDVOB goals; listing established goals in ads and requests for proposals; and encouraging and requiring contractors to utilize SDVOBs as subcontractors. When assessing State contracts for SDVOB goals, staff considers UNDC's SDVOB Goal Plan, the contract and subcontract scopes of work, the potential subcontract opportunities, the number of SDVOBs available to perform the work, and their geographic location. UNDC has an SDVOB forms package that includes information about SDVOB requirements that is provided to prospective bidders. UNDC has language on its website that includes information about the SDVOB program and New York State's 6% SDVOB participation goal. UNDC requires contractors with SDVOB participation to submit quarterly compliance reports tracking their SDVOB spend.

Upper Mohawk Valley Water Authority

Contracting opportunities are limited for the MVWA, which owns and operates a water supply, treatment, transmission, and distribution system that serves a population of about 130,000 people in the eastern portion of Oneida County, New York, including parts of the Towns of Trenton, Marcy, Deerfield, Whitestown, New Hartford, Kirkland, and Westmoreland, as well as the City of Utica and six villages. Service is provided to parts of the Towns of Frankfort and Schuyler in Herkimer County. Principal water system components include the water intake at Hinckley Reservoir, a direct filtration water treatment plant, pump stations, water storage facilities, approximately 704 miles of transmission and distribution mains, and related appurtenances. The MVWA is in a very challenging area of the State. There is only one SDVOB that operates in the 13502 ZIP Code and only five in Oneida County. Nevertheless, MVWA includes SDVOB goals in RFPs and in contracting language when subcontractors are involved.

Westchester County Health Care Corporation

To ensure that SDVOBs have the opportunity to provide products and services to WCHCC and to facilitate increased SDVOB participation in WCHCC procurements, WCHCC has ensured that our policies, templates, and forms have been updated to incorporate the SDVOB requirements and goals. We also review current contracting processes in order to identify opportunities for increased participation by SDVOB commodities, construction, construction consultant, and services suppliers. WCHCC collaborated with our Group Purchasing Organization, Vizient, to create a program within Vizient to increase SDVOB vendor contracting opportunities for non-construction services and commodities. We have incorporated a regular review of the SDVOB directory in order to identify new medical product commodities suppliers and providers of services used by the Medical Center. In this way, we will be able to identify opportunities to transition products to newly certified SDVOB commodities and services suppliers.

Workers Compensation Board

WCB procurement staff follow State guidelines and internal procedures to ensure all procurements are evaluated for opportunities to utilize SDVOB vendors. Primary utilization comes from agency service contracts or discretionary spending. OGS centralized contracts are also reviewed for SDVOB resellers. Accounts for commodities are established to develop long-term working relationships with vendors. Routine procedures include: SDVOB directory searches; emailing select vendors notices of solicitations; posting advertisements in the NYS Contract Reporter; including links within contract documents; updating website procurement information; attending outreach events; expanding program knowledge through training; assisting awarded contractors in good-faith efforts; and monitoring compliance reports.